

Showcase for Commerce 2009

Congressman John P. Murtha Press Conference

May 29, 2009

1-3. Concurrent Technologies Corporation (CTC)

Ed Sheehan, CTC President and Chief Executive Officer

Richard Stegall, U.S. Department of Interior

Phillip Miller, Vice President, Operations, R4, Inc.

4. Johnstown Welding Fabrication (JWF) Industries and BAE Systems

John Polacek, Chief Operating Office, JWF Defense Systems

Doug Stewart, Vice President Legislative Affairs, BAE Systems

5. DRS Technologies

Russ Clark, DRS Integrated Manufacturing Solutions VP of Business Development

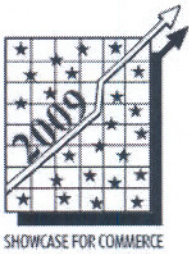
6. Martin-Baker America

Mike Santoro, General Manager Martin-Baker America, Inc.

7. Lockheed Martin and Concurrent Technologies Corporation (CTC)

Ed Sheehan, CTC President and Chief Executive Officer

Rebecca Styles, President and General Manager, Lockheed Martin AeroParts, Inc.



Showcase for Commerce 2009

What started in 1991 as a small local exhibition of area businesses is now the largest business and industry show and premier defense contracting exhibit in the region.

A Message from Congressman John P. Murtha (PA-12)

The diversification of our region's economy from mills and mines to defense, health care, technology, research, manufacturing and tourism has been one of the most exciting accomplishments of my 35 years in Congress. This wasn't a transformation that evolved naturally. It occurred because community leaders worked together, opened their minds to new possibilities, refused to yield to the obstacles before us, and drove towards a common goal. That goal was a new economy for our region.

No single event has been more constant, or contributed more to our success, than the Showcase for Commerce. Over the years, Showcase has grown from a local exhibition of area businesses to one of the largest government procurement expositions in the country, injecting nearly \$3 billion into the local economy and creating and sustaining 6,000-8,000 local jobs. Represented here today are 170-plus businesses and organizations in advanced manufacturing, research and development, information systems and technology, telecommunications, energy, education, life sciences, financial services, government, media, tourism and retail. Included are more than 30 multinational defense firms looking for qualified subcontractors and suppliers.

These businesses and organizations come from around the country to set up shop here for two days because they've discovered that doing business in western Pennsylvania makes good business sense. They know that they'll get quality work delivered on time and at a reasonable cost. For area companies that want to expand their markets and grow their business, Showcase provides the region's single largest networking opportunity.

But we don't define success solely by the bottom line in western Pennsylvania. We take pride in knowing that our region is generating the latest military vehicles and equipment; that local research efforts are working toward the eradication of diseases like breast cancer and diabetes; that we've seen a rebirth of heavy industry such as specialty steel; and that local engineers are producing state-of-the-art electronic health records. Our region offers an unmatched quality of life and career opportunities.

Don't just walk through the Showcase for Commerce. Experience it. Watch the demonstrations, talk to the exhibitors, make contacts, learn, and most of all, enjoy yourself. Welcome and thank you for coming.



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FOR IMMEDIATE RELEASE

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CTC Awarded 2-Year Contract Worth up to \$16 million from the U.S. Navy

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced today at the annual Showcase for Commerce that Concurrent Technologies Corporation (CTC) has been awarded a two-year contract worth up to \$16 million for continuation of the Life Cycle Modeling Integrator (LCMI) Program by the U.S. Marine Corps Logistics Command.

LCMI is a Web-based set of decision support modules that integrates historical data from supply, maintenance management, and other Marine Corps legacy systems into one reliable data depository that provides quality logistics intelligence for the USMC. LCMI is a valuable tool developed to meet the needs of commanders, planners, and many other users by providing a better overview of equipment status which increases efficiency and significantly decreases the amount of time spent researching problems.

"CTC has a strong record of performance on projects that deliver innovative, quality solutions in support of both its government and commercial clients," commented Murtha.

"This contract was awarded based on CTC's performance over the past eight years," said CTC President & Chief Executive Officer, Edward J. Sheehan, Jr. "This speaks to CTC's high level of commitment to our client as well as the U.S. Marine Corps Logistics Command's confidence in our work and accomplishments."

The LCMI suite of decision support tools includes the Marine Corps Equipment Readiness Information Tool (MERIT). MERIT is a Web-enabled tool that allows Marines in Iraq and in supporting establishments around the globe to view their equipment readiness status. Both maintenance and supply information is available in a dynamic and adaptable view by commodity, functional area, and organization. MERIT has received numerous awards, including the Department of Defense Chief Information Officer Award; the Department of the Navy eGov

Award; and the Technology Council of Central Pennsylvania Best Application of Technology Award.

In relationship to MERIT, the Total Life Cycle Management-Common Operating Picture (TLCM-COP) module provides a common view of weapons systems and equipment status, enabling USMC senior leadership to make decisions efficiently and effectively using the same information as program managers and the fleet. TLCM-COP received recognition as the Defense Logistics 2008 Technology Implementation of the Year award winner for a new technology application developed for the USMC to help improve decision support. Other tools within the suite include the Total Support Cost Module; the Supply Chain Operational Performance Enabler; the Master Scheduling Support Tool; the Dynamic Equipment Repair Optimization Tool; and the Asset Enterprise Management Information Tool.

“We’re really pleased to have the opportunity to continue our work with the U.S. Marine Corps Logistics Command. We’ve formed a very successful partnership, and together we are developing tools that are making a real difference,” said CTC’s LCMI Program Manager, Philip Pauley.

Naval Surface Warfare Center (NSWC), Crane, IN is the contracting activity. NSWC Crane also serves as the Contracting Officer’s Technical Representative for the LCMI program.

Concurrent Technologies Corporation (CTC) is an independent, nonprofit, applied scientific research and development professional services organization providing innovative management and technology-based solutions to government and industry. As a nonprofit 501(c)(3) organization, CTC’s primary purpose and programs are to undertake applied scientific research and development activities that serve the public interest. For more information, visit www.ctc.com.

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E-Invoicing System Developed by CTC Honored for Excellence in Acquisition

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced today at the annual Showcase for Commerce that the U.S. Interior Department's GovPay program, developed by Concurrent Technologies Corporation (CTC), has been honored with an Excellence.Gov award for its achievements in acquisition technology.

GovPay was developed by CTC for the Department of the Interior, National Business Center, Acquisition Services Directorate (AQD). It replaced the previous labor-intensive, paper-based invoicing system in 2004. Using GovPay, vendors submit invoices electronically, and the data is verified and moved along for payment. The processing time is reduced significantly, and the Department said government agencies saw a decrease in prompt payment penalty claims that saved agencies about \$900,000 in 2007 alone.

"While we are pleased that our client nominated GovPay for this prestigious award, we are especially proud that CTC has been successful in helping the DOI meet its prompt payment goals," said Edward J. Sheehan, Jr., CTC President & Chief Executive Officer.

Richard Stegall, Chief Customer Relations Division, Acquisition Services, DOI, went on to comment, "Over the past four years, GovPay has reduced our processing costs and interest payments significantly. However, I believe its most important attribute has turned out to be visibility into the invoice approval process by the contractor and/or the acquisition staff – 24/7. Our small business customers say they can actually predict cash flow because with reasonable certainty they can determine the date funds will be disbursed."

Kamal Gella, GovPay Program Manager at CTC, adds, "CTC's Web e-invoicing solutions, such as GovPay, can be applied to any scenario requiring the electronic coordination of different parties on one case. In fact, many clients have already seen increased efficiency in their

workflow processes with a *CTC* solution. For this accomplishment, *CTC* has been honored with other awards including the Department of Defense (DoD) Value Engineering Award.”

Excellence.Gov awards are sponsored by the Industry Advisory Council’s (IACs) Collaboration and Transformation Shared Interest Group and recognize the federal government’s best Information Technology (IT) projects. A panel of 25 judges—federal government and industry executives—reviewed the nominations and selected *CTC*-developed GovPay as the winner in the area of “Excellence in Acquisition.”

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CTC on Winning Team for R2-3G Contract 5-Year Contract Anticipated to Generate \$50 million

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced today at the annual Showcase for Commerce that Concurrent Technologies Corporation (*CTC*) is a subcontractor to R4, Inc., one of seven contractors to be awarded a Rapid Response-Third Generation (R2-3G) contract to provide engineering, technical, and program services for the Department of Defense (DoD), other federal agencies, and state and local governments.

The overall ceiling value of this contract has been set at \$16.4 billion over a five year period of performance and *CTC* anticipates providing services under this contract resulting in approximately \$50 million in revenue during the 5-year contract time period.

Edward J. Sheehan, Jr., *CTC*'s President & Chief Executive Officer, said, "This contract provides a streamlined task order process that allows agencies to rapidly obtain contractor services in support of urgent requirements. *CTC* is fully prepared to provide timely, expert response when called upon. R2-3G needs can encompass testing, validation, fabrication, and the creation of prototypes, which *CTC* has successfully performed over the past two decades for all branches of the military through numerous high-level DoD projects."

Phillip Miller, Vice President, Operations, R4, Inc., said, "*CTC* brings outstanding credentials and a distinguished track record to the team, and we are pleased to be working with them. R4 is proud to be a prime on a vehicle that provides a proven acquisition strategy for our industry and government partners."

The multiple award indefinite delivery indefinite quantity (IDIQ) R2-3G contract is the third generation of rapid response contracts issued by the U.S. Army's Communications-Electronics Command (CECOM) located at Fort Monmouth, NJ. R2-3G is designed to provide a rapid response vehicle for government managers to efficiently contract support services anywhere

around the world. The program supports tasks and services in the areas of technology insertion, system integration/installation, fabrication/prototyping, testing/certification, studies/analyses, logistic support services, training and engineering support services, including re-engineering and reverse engineering, for a range of equipment and services.

About CTC

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About R4

R4 is a minority-owned, service-disabled, veteran-owned small business (SDVOSB) offering total package fielding, new equipment training, and counter-improvised explosive device (counter-IED) technology backed by end-to-end logistics, engineering, integration, sustainment, and program management. R4's solutions uniquely address customers' needs through their embedded approach, featuring former warfighters working alongside end users. From concept refinement to full-rate production and system decommission, R4 supports the warfighter with boots-on-the-ground fielding and training, performance-based logistics and hands-on integrated logistics solutions.

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BAE Systems Awards JWF Defense Systems \$24 million in Contracts

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced today at the annual Showcase for Commerce that BAE Systems has awarded JWF Defense Systems with \$24 million in contracts for continued work on their ground-based system platforms.

JWF Defense Systems currently performs machining, fabrication, welding, and final assembly for BAE Systems Tactical Wheeled Vehicles. These include the Mine Resistant Ambush Protected (MRAP) Vehicle, the Bradley Fighting Vehicle, the Paladin Integrated Management (PIM) Self-Propelled Howitzer (SPH), and the Field Artillery Ammunition Support Vehicle (FAASV). JWF Defense Systems also manufactures armor protection kits for BAE Systems' MRAP vehicles.

"The quality and skilled manufacturing that JWF provides allows BAE Systems to fulfill urgent requirements for vehicles that protect our troops in Iraq and Afghanistan," commented Murtha. "This is a prime example of the partnerships created by the Showcase for Commerce."

"JWF Defense Systems is proud to be a valued supplier to BAE Systems," said John Polacek, Chief Operating Office of JWF Defense Systems. "We appreciate the opportunities to provide armor assemblies that protect our troops in harms way."

"JWF is a tremendous help on the success of building the PIM (5SPH-2FAASV) prototypes and turning material around in days," said Doug Stewart, Vice President Legislative Affairs for BAE Systems. "JWF is a skilled partner and has supported us on many of our platforms that have provided key capabilities to the U.S. Military and have saved lives."

JWF Industries has annual sales of more than \$120 million, operates in facilities encompassing more than 800,000 square feet, and employs more than 425 employees in six locations, five of which are in Johnstown and the other in Baltimore. In 2008, BAE Systems provided JWF Defense Systems with approximately \$32 million in contracts.

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DRS Delivers 7,000th Q-70 to the Navy

Program has saved taxpayers more than \$1.5 billion to date

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced today at the annual Showcase for Commerce that DRS Integrated Manufacturing Solutions Johnstown, and its partner Lockheed Martin, have delivered the 7,000th AN/UYQ-70 (Q-70) Combat Server Suite to the U.S. Navy.

Partnered since 1994, the DRS/Lockheed Martin team has provided the Navy warfighter with the latest server, workstation and computing technology with their Q-70 products. This partnership has saved the U.S. Navy and the American taxpayer more than \$1.5 billion to date. The latest Q-70, delivered earlier this month, will be installed on the flagship for the Commander of the Navy's Sixth Fleet, the USS Mount Whitney (LCC-20).

"Fifteen years ago, Congress told the Navy to compete the Q-70 because we were concerned with the high costs of the program," Murtha said. "The competition that followed was good for small business and good for the U.S. taxpayer, resulting in over \$1.5 billion in savings. The Q-70 was one of the first major defense programs in our region, and today it stands as a model for military programs."

"DRS Johnstown's quality work on behalf of our men and women in uniform is clearly demonstrated with these products," said Russ Clark, DRS Integrated Manufacturing Solutions Vice President of Business Development. "Our Johnstown Q-70 Team's work ethic, coupled with DRS Corporate's on-going commitment to our facility, continues to provide today's Warfighter the highest quality, latest state-of-the-art equipment at competitive pricing."

DRS currently has 850 employees based in Johnstown, 111 of which are working on the Q-70 program.

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Martin-Baker Receives \$20 million Contract for Air Force Ejection Seats

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced today at the annual Showcase for Commerce that Martin-Baker America, Johnstown, has received a \$20 million contract through the U.S. Air Force to deliver the US16T ejection seat for the T-38 Talon aircraft. This 5-year contract will create 10 new jobs, bringing the total number of Martin-Baker employees in Johnstown to over 100.

“Martin-Baker has been producing and assembling high-quality ejection seat components here in Johnstown for nearly a decade,” commented Murtha. “Their continued growth in employment and commitment to our region is a true testament to the skills and quality of our local workforce.”

This program, competitively awarded to Martin-Baker UK in 2005, will significantly improve the life saving capability of the T-38 escape system, accommodate the greatly expanded male and female pilot population size range, and guarantee technical and logistical support for the next 40 years.

This is the first time that final assembly of a Martin Baker seat will be preformed in the United States. In addition to the final assembly being done in Johnstown, certain components of the seats will also be produced here.

“Performing final assembly of ejection seats for our Armed Forces is something Martin-Baker America has worked toward for the last 9 years,” added Mike Santoro, General Manager Martin-Baker America, Inc. “The credit for achieving this major milestone goes to our employees for all their dedication and hard work in this endeavor.”

The first flight of an Air Force T-38 aircraft fitted with a Martin-Baker America Johnstown assembled ejection seat took place at Loughlin AFB in Texas on Thursday March 26, 2009. With the delivery of these seats, over 400 aircraft will be further retrofitted at Loughlin, Randolph, Columbus, Shepherd, and Vance Air Force Bases.

By 2014, local production at Martin-Baker America, Johnstown will commence on the ejection seat for the Lockheed Martin F-35 Joint Strike Fighter. The U.S. Defense Department is expected to buy nearly 2,500 of these aircraft, and hundreds more are intended to be produced for our allies overseas.

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Lockheed Martin to Purchase Manufacturing Technology Facility in Johnstown, PA from CTC

JOHNSTOWN, PA -- Congressman John P. Murtha (PA-12) announced at the annual Showcase for Commerce that Lockheed Martin and Concurrent Technologies Corporation (CTC) today signed a memorandum announcing the plans for Lockheed Martin AeroParts, Inc. (LMAPI) to purchase a facility now owned by CTC.

The Manufacturing Technology Facility (MTF), 211 Industrial Park Road, Johnstown, Pa., is a 197,041 square-foot facility located in Johnstown's Industrial Park. The building has 78,224 square feet of laboratory and demonstration factory space, including several 5 and 10-ton cranes, a shipping and receiving area, and loading docks. The remainder of the building (118,817 square feet) is office space.

"The benefits of this transaction will result in a number of positive impacts to CTC's operations, both from efficiency and cost perspectives," said Edward J. Sheehan, Jr, President and Chief Executive Officer, CTC.

"CTC is helping to create space for 165 new jobs in the region. We will relocate the CTC employees who are currently in the Manufacturing Technology Facility to our Environmental Technology Facility and our Systems Technology Facility, and still have enough room for growth. The transition of CTC equipment and personnel will be phased over the course of the year. We will decrease our operating expenses which will increase our market competitiveness and position CTC for expected growth in Johnstown and other locations," Sheehan said.

"We have been in discussions for several months about opportunities for Lockheed Martin to use available space in CTC's Manufacturing Technology Facility to support our business needs," said Rebecca Styles, LMAPI President and General Manager.

LMAPI's main location is a 72,000-square-foot Lockheed Martin-owned building on approximately eight acres. This facility was built and opened in 1990. In addition, the facility has occupied a 20,000-square-foot leased warehouse for the past five years. In 2009 that lease was expanded to 34,000 square feet to incorporate light production at that off-site location.

"Initially, we had plans of leasing the facility, but as our negotiations continued we came to realize that it would be mutually beneficial for Lockheed Martin to purchase the building from CTC. We are looking forward to completing the acquisition later this year," Styles said.

"This agreement between Lockheed Martin and CTC demonstrates how organizations are working together to bring new jobs to our region," stated Murtha. "I'm proud of these collaborations and the good-paying jobs and economic development they produce."

This new facility will be used to accommodate the increased production rate of the C-130J Super Hercules and the F-35 Lightning II. Details on the costs of the facility are being finalized.

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LMAPI manufactures aircraft details, assemblies and ground support equipment. The company supplies new production parts to other Lockheed Martin facilities and is a direct prime contractor to the U.S. Department of Defense for spares fabrication for Lockheed Martin aircraft. Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 146,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2008 sales of \$42.7 billion.

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